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QUESTION 1

Which two statements are true, if an org hits the account product period forecast record limit?

- A. New Products cannot be added to account forecasts
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New products added to account forecasts will not be included in recalculations
- D. The add products option will no longer appear on the agreement terms tab

Correct Answer: AB

QUESTION 2

Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Must set Component height to 120
- B. No filter required.
- C. Can embed in sales agreement page layout only
- D. Can embed in any manufacturing cloud page layout

Correct Answer: BD

QUESTION 3

The Financial Team at Budger Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate nagemen How can an Admin ensure that this requirement is fulfilled?

- A. Validate invoice status in ERP before bringing into Salesforce.
- B. Additional steps are not needed Only transactions with Status = Paid are included in the Journal,
- C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types
- D. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid

Correct Answer: B

QUESTION 4



Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Active Targets
- B. Pending Targets
- C. Assigned by Me
- D. Assigned to Me
- E. Assigned by Manager

Correct Answer: CD

QUESTION 5

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. No change to existing targets
- B. All the existing targets become read only
- C. All the existing targets turn to draft status
- D. All the existing targets have to be reapproved based on the new hierarchy

Correct Answer: B

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